MITALI MARU

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PROFESSIONAL SUMMARY

Business Analyst with a master's in Business Analytics, skilled in statistical analysis, data visualization, business intelligence, predictive modeling, and financial analysis using Excel, Python, R, SQL, Power BI and Tableau. Proven in enhancing profitability and driving growth through data-driven strategies and market analysis. Experienced in research work, leading teams, delivering actionable insights, and improving operational efficiency.

EDUCATION

Simon Business School, University of Rochester

Rochester, NY, USA

Master of Science in Business Analytics (A STEM-Certified Program) | GPA: 3.6/4

Dec 2024

Sarla Anil Modi School of Economics, NMIMS Mumbai

Mumbai, India

B.Sc Economics (Major in Business) | GPA: 3.6/4

May 2023

TECHNICAL SKILLS & MISCELLANEOUS

- Programming Languages: Python (Pandas, Numpy, Matplotlibs), Advanced Excel, R (Dplyr, Tidyverse, ggplot), SPSS
- Data Mining Tools: Tableau, Power BI, MySQL, MS Suite, Google Analytics, SEO, Jupyter Notebook
- Data Analysis: Pivot Table, Regression, Clustering, VLOOKUP/HLOOKUP, PCA, A/B Testing, Hypothesis Tests, Time Series, ARMA, Generative AI
- Coursework: Core Statistics Using R, Predictive and Causal Analytics in R, Data Warehousing, Management and Visualization, Advanced Pricing, AI & Business, Intermediate Mathematical Economics and Statistics, Applied Econometrics, Game Theory, Financial Modeling, Business Strategy
- Certifications: Tableau Desktop Specialist, Business Analytics with Excel, Power BI, SQL for Data Science, Business Intelligence Essentials by IBM

PROFESSIONAL EXPERIENCE

Expand Research - A Boston Consulting Group (BCG) Company

New York City, NY, USA

Summer Intern

June 2024 – Aug 2024

- Researched OTC derivatives markets across seven regions (UK, US, EU, Japan, Australia, Hong Kong, Singapore), analyzing clearing house data and regulatory reports to deliver strategic insights on market structures and risk management.
- Enhanced financial insights on OTC derivatives market volumes by applying statistical analysis and financial modeling, with RORA and RWA assessments for major clearing houses, leveraging Bloomberg, S&P/Capital IQ and Refinitive data.
- Delivered strategic recommendations for commercial banking improvements, contributing to decision-making in a high-profile BCG project.
- Delivered actionable insights for market adaptation and asset optimization by analyzing interest rate spreads in US lending evaluating portfolio shifts in global banks toward bonds and loans, supporting strategic investment and risk management decisions.

City Lights of China Rochester, NY, USA

Consultant, Simon Vision Consulting

Jan 2024 - May 2024

- Identified growth opportunities and operational efficiencies through market sizing and competitor analysis, delivering actionable insights with a dynamic Excel tool to drive strategic decisions.
- Increased customer retention and satisfaction by 15% and boosted profitability and cost reductions through dynamic expense management. by negotiating better delivery commissions, expanding catering services, and implementing targeted marketing and loyalty programs.

AHN Consultants Private Limited Mumbai. India

Loan Syndication Analyst and Project Work Intern

May 2022 – July 2022

- Led a team of 3 to gather and analyze market intelligence, increasing market penetration by 12%, and delivered strategic recommendations that reduced financial risks by 20% through targeted and impactful reporting.
- Enhanced loan approval accuracy by 25% through the review and implementation of advanced predictive modeling techniques.

Nuvvagen Nutraceuticals Mumbai, India

Management Intern

Mar 2021 – May 2021

- Achieved a 15% increase in target market penetration through strategic research and SWOT analysis, informing product differentiation, leveraging analytics and driving collaboration for market entry and enhance brand visibility.
- Executed data-driven digital marketing strategies, boosting engagement by 24% and enhancing visibility, and a 10% increase in lead generation.

ANALYTICAL PROJECTS

Harris Seeds (Capstone Project)

Sept 2024 - Dec 2024

- Developed a data-driven demand forecasting solution to optimize inventory levels, reduce costs, and ensure timely product availability.
- Analyzed multi-year sales data and applied predictive models like ARIMA and random forests to optimize forecasting; implemented inventory strategies that reduced overbuying risks, improved stock turnover, and elevated customer satisfaction.

Cobblestone Learning Centers (CLC) Analysis:

Sept 2023 - Dec 2024

- Developed a course recommendation system with a team of 5 using to evaluate and differentiate CLC programs based on key characteristics.
- Improved CLC program performance scores by 62 points by leading a team to analyze program effectiveness using Python, R, Tableau, and Excel, identifying optimal solutions for student outcomes. Developed an AI chatbot for enhanced student support and decision-making.

Research Paper: Bidirectional Causality between Women's Health and Economic Development in Indian states

Jan 2023 - May 2023

- Conducted a state-level analysis in India to examine the bidirectional relationship between women's health determinants (e.g., fertility rates, domestic violence, hygiene standards) and economic development, aiming to uncover patterns for policy intervention.
- Employed R for correlation, regression modeling & Granger Causality to identify fertility rates and domestic violence that negatively correlate with income, underscoring the role of income improvement initiatives in enhancing women's health outcomes and economic productivity.